

CW2 Strategic Acquisitions Fund

CW2 Acquisitions is a fund focussed on acquiring well located, high quality real estate in distressed situations (i.e., foreclosure).

CW2 is the collaboration of CW Development Partners and Mike Work, a twenty year veteran of westside residential real estate. CW2 principals are extremely well-seasoned local real estate professionals that acquire, reposition and remarket the opportunistic real estate investment first hand.

Strategic acquisitions are made at "the courthouse steps", an extremely inefficient venue for the disposition of distressed real estate. These acquisitions here are made by sophisticated opportunistic buyers who acquire assets at 60-80% of their fair market value. Accordingly,

Repositioning of the real estate is completed by CW Development Partners, a local, award winning, real estate development company with in-house architectural, entitlement, legal and construction departments. Accordingly, physical property risk is extremely well-hedged.

Marketing and disposition of the asset is completed by Mike Work in collaboration with Metropolitan Realty. This expert marketing and sales team has intimate market knowledge of each property's immediate neighborhood and assets are aggressively marketed for expedient sale.

THE OPPORTUNITY

1. "Cash is King"

Cash Buyers command a tremendous discount from fair market value

Sales at courthouse steps are extremely inefficient, buyer favored sales (see video clip)

Buyers at courthouse steps are vultures and compete only in extremely discounted wholesale price range

2. Experienced Acquisition, Management and Sales Team in Place

The enterprise is an experienced acquisition, management, construction and retail sales team

Although referred to as "distressed real estate", only the borrower is. We acquire good houses in good locations

The principals can evaluate the retail value of the property accurately

THE RISK

1. The Property condition

The principals have extensive experience in conducting due diligence investigations

The principals have extensive experience each in acquiring, refurbishing, developing, and managing residential properties

:: The principals are extremely well qualified to identify and eliminate or minimize physical property problems

2. The Tenancy legal rights

The principals have extensive experience negotiating "win win" scenarios with tenants and landlords.

The principals have personalities suitable for engendering trust and workable solutions with tenants

One principal is an attorney experienced in managing tenant problems

:: The principals are extremely well qualified to identify and eliminate or minimize tenancy problems

3. The Market Value

The principals have extensive experience in valuing and selling homes in the specifically identified local markets

Acquisition Prices at 20% to 40% below fair market value provide sufficient risk mitigation

- The winning bidder pays only \$100 more than the competing bidder
- CW2 has identified the two major players in this market segment

:: The principals are extremely well qualified to effectively market and sell the property